



### **Teledyne Brown Engineering**



#### **Mission Systems**

- Systems Engineering
- Modeling and Simulation
- Test and Evaluation



# Space Systems and Commercial Space Imaging

- Multi-User System for Earth Sensing
- Mission Planning and Control Center Operations
- Payload/Cargo Integration
- Space Flight Hardware



#### **Energy & Environment**

- Chemical Processing Equipment
- Electrical Penetration Assemblies
- Facilities M&O
- Radiological/Classified Laboratories



#### **Marine & Aviation**

- Naval Vessel Design and Manufacture
- LCS Gun Mount
- Army Missile Round Trainer
- · Mine Seeking Hardware







### **Establishing Contacts & Contracts**



- It's fairly easy to identify project needs and objectives for student/ university involvement. On the other hand it is sometimes difficult to identify a single point of contact and/or decision maker.
- On most campuses, there are many different colleges, departments, independent labs, institutes, and offices. With whom do you initiate discussions? Professors, Deans, Contracts, Administration?
- In some cases, the contract agreement was with a third party or affiliate of the institution instead of directly with the school.

### **Invoicing**



- Some universities don't invoice for months which causes additional accounting work.
  - There's nothing worse than waiting months to receive an invoice and then it's incorrect.
- Other invoicing issues are:
  - Delayed responses to communication about invoices.
  - Hours worked in our system not matching the university's invoices.
  - Billing for unallowable travel expenses.

## **Logistics**



### Other problems encountered:

- Recruiting students in a timely manner- Late Spring, Summer, and late Fall are the most difficult times to identify students for projects.
- Arranging housing or affordable living accommodations- Most leases are six months to a year. Students tend to be on semester schedules.
- Transportation- In most cases this is covered by the student. If travel is required for the project the student is reimbursed by the school.
- Security clearances- Some projects require background checks and U.S. citizenship.
- Semester schedules- Most students don't want to delay graduation for a co-op.